

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 028991

21

ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/EID/BC/AITR/DSGILPATRIC

APPROVED BY EB/OCA/CM/BEBYRON

OIM/AF/M.MANLY

AF/E/FILLING

----- 076460

R 060018Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY KHARTOUM

LIMITED OFFICIAL USE STATE 028991

E.O. 11652: N/A

TAGS: BGEN SU

SUBJ: FRENCH OIL MILL MACHINERY COMPANY

REF: USDOC 17724; KHARTOUM 2735

1. SUBJECT INFORMED COMMERCE THAT TWO MILLION DOLLAR EQUIPMENT SALE TO OASIS OIL COMPANY WILL BE FINALIZED WITH BUYER AGREEING TO PROVIDE ADDITIONAL 100,000 SUDANESE POUNDS FOR FURTHER INTERNAL PROMOTION AND DEVELOPMENT EXPENSES. ADDITIONAL CONTRACTS PENDING WITH GOS IMPORT LICENSES DUE THIS WEEK ARE FOR THREE MILLION DOLLARS SALE TO OMAN EL TAKA AND 1,500,000 ORDER FROM NATIONAL OIL COMPANY OF SUDAN.

2. FOMM PROPOSES TO ASK MANAGING DIRECTOR L. FATIH OF OASIS TO ARRANGE RECEPTION AT AMERICAN CLUB IN KHARTOUM FOR EITHER FEB. 23 OR 24 WITH SUBJECT'S REPRESENTATION TO IN- CLUDE MR./MRS. ALFREDO W. FRENCH JR. (PRESIDENT); MR./MRS. DEAN BREDESON (INTERNATIONAL VICE-PRESIDENT); AND A. ZERI- HUN (REGIONAL SALES REP). GUESTS TO BE INVITED WOULD IN- CLUDE APPROPRIATE GOVERNMENT OFFICIALS AND KEY MANAGEMENT PERSONNEL FROM PROSPECTIVE PURCHASER ENTERPRISES IN SUDAN.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 028991

FOMM WISHES TO BE INFORMED ASAP WHETHER AMBASSADOR BREWER

AND E/C OFFICER GERLACH WILL ACCEPT INVITATIONS, AND WHETHER EMBASSY HAS ANY SUGGESTIONS ON HANDLING OF RECEPTION AND

SCOPE OF GUEST LIST. VISITING GROUP WOULD TRAVEL BY AIR, ARRIVING PRIOR 2/23. LOCAL ARRANGEMENTS THEREFORE BEING LEFT PRIMARILY IN HANDS OF FATIH UNLESS POST RECOMMENDS ADVANCE ARRIVAL OF ZERIHUN TO ASSIST.

3. SUBJECT POINTS OUT THAT SALE MADE AND THOSE PENDING ARE MAJOR BREAKTHROUGH FOR U.S. SUPPLIER IN COMPETITION WITH KRUPP FROM GERMANY AND ROSEDOWN OF U.K., WITH EXPANDED MARKET POTENTIAL OF 15/20 MILLION DOLLARS. FOMM THEREFORE HOPES FOR MISSION'S FURTHER SUPPORT IN ITS CONTINUED SELLING EFFORTS.

4. TWO PENDING SALES TO EL TAKA AND NATIONAL OIL WILL REQUIRE BANK FINANCING, WITH EXIM LOAN LIMITATION OF 500,000/1,000,000 REPORTEDLY APPLICABLE IN SUDAN. FOMM'S FINANCIAL VICE PRESIDENT, WILLIAM BAIR WILL EITHER ACCOMPANY OR FOLLOW GROUP LISTED IN PARA 2 TO EXPLORE AVAILABILITY OF COMMERCIAL BANK FINANCING IN REGION, AND AFTER OBTAINING ALL AVAILABLE INFORMATION FROM NAMED BUYERS AND THEIR LOCAL BANKERS, WILL APPRECIATE ANY SUGGESTIONS EMBASSY MAY HAVE AS TO FINANCING SOURCES IN AREA WHICH HAVE SHOWN INTEREST IN SUDANESE INDUSTRIAL EXPANSION.

5. DECONTROLLED ON RECEIPT. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE028991
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/EID/BC/AITR/DSGILPATRIC
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760045-0583
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760273/aaaacmmc.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 KHARTOUM 2735
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 02 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JUL 2004 by ElyME>; APPROVED <02 JUL 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FRENCH OIL MILL MACHINERY COMPANY
TAGS: BGEN, SU
To: KHARTOUM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006